

Comparisons of Job Characteristics

Focus Occupation: Door-to-Door Sales Workers, News and Street Vendors, and Related Workers (41-9091)

Associated Occupation: Retail Salespersons (41-2031)

[Compare Knowledge](#)

[Compare Skills](#)

[Compare Abilities](#)

[Compare Detailed Work Activities](#)

[Compare Tools and Technologies](#)

| | |
|----|--|
| << | Focus occupation element is much lower |
| < | Focus occupation element is lower |
| 0 | Focus occupation element is at a similar level |
| > | Focus occupation element is at a higher level |
| >> | Focus occupation element is at a much higher level |

Knowledge

Similarity of Focus Occupation to Associated Occupation: 93

Focus Occupation: Door-to-Door Sales Workers, News and Street Vendors, and Related Workers (41-9091)
Associated Occupation: Retail Salespersons (41-2031)

| Associated Occupation's Key Knowledge Elements | Average Rating, All Occupations | Associated Occupation's Rating | Focus Occupation's Rating | Evaluation of Focus Occupation |
|--|---------------------------------|--------------------------------|---------------------------|--|
| Customer and Personal Service | 11.3 | 16.6 | 12.7 | << Extensive education and/or training may be required |
| Sales and Marketing | 5.2 | 13.4 | 14.1 | 0 Current knowledge level may be sufficient |

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Skills

Similarity of Focus Occupation to Associated Occupation: 95

Focus Occupation: Door-to-Door Sales Workers, News and Street Vendors, and Related Workers (41-9091)
Associated Occupation: Retail Salespersons (41-2031)

| Associated Occupation's Key Skills Elements | Average Rating, All Occupations | Associated Occupation's Rating | Focus Occupation's Rating | Evaluation of Focus Occupation |
|---|---------------------------------|--------------------------------|---------------------------|--|
| Persuasion | 7.4 | 12.2 | 13.5 | > Skill level is likely sufficient |
| Service Orientation | 7.9 | 11.8 | 10.7 | < A higher skill level may be required |
| Negotiation | 6.8 | 10.8 | 9.7 | < A higher skill level may be required |

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Abilities

Similarity of Focus Occupation to Associated Occupation: 92

Focus Occupation: Door-to-Door Sales Workers, News and Street Vendors, and Related Workers (41-9091)
Associated Occupation: Retail Salespersons (41-2031)

| Associated Occupation's Key Abilities Elements | Average Rating, All Occupations | Associated Occupation's Rating | Focus Occupation's Rating | Evaluation of Focus Occupation | |
|--|---------------------------------|--------------------------------|---------------------------|--------------------------------|---|
| Oral Comprehension | 12.5 | 13.7 | 12.6 | 0 | Current ability level may be sufficient |
| Oral Expression | 12.4 | 13.4 | 13.0 | 0 | Current ability level may be sufficient |
| Speech Clarity | 10.2 | 12.1 | 11.2 | 0 | Current ability level may be sufficient |
| Speech Recognition | 9.9 | 11.5 | 11.4 | 0 | Current ability level may be sufficient |
| Written Comprehension | 11.0 | 9.6 | 10.0 | 0 | Current ability level may be sufficient |
| Near Vision | 11.1 | 9.5 | 8.1 | < | Some improvement in abilities may be required |
| Problem Sensitivity | 11.1 | 9.3 | 9.4 | 0 | Current ability level may be sufficient |

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Activities that Both Occupations Have in Common

Similarity of Focus Occupation to Associated Occupation: 80

Focus Occupation: Door-to-Door Sales Workers, News and Street Vendors, and Related Workers (41-9091)
Associated Occupation: Retail Salespersons (41-2031)

| Work Activities | Exclusivity of Activity |
|---|-------------------------|
| Advise clients or customers | 19 |
| Arrange merchandise display | 76 |
| Calculate rates for organization's products or services | 77 |
| Collect deposit or payment | 78 |
| Demonstrate goods or services | 76 |
| Maintain records, reports, or files | 5 |
| Manage inventories or supplies | 72 |
| Provide customer service | 14 |
| Sell merchandise | 65 |
| Use computers to enter, access or retrieve data | 3 |

Not all positions in these occupations will necessarily perform all of the listed activities. The exclusivity rating is an indication of how unique the activity is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations engage in that activity.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Tools and Technologies that Both Occupations Have in Common

Similarity of Focus Occupation to Associated Occupation: 64

Focus Occupation: Door-to-Door Sales Workers, News and Street Vendors, and Related Workers (41-9091)
Associated Occupation: Retail Salespersons (41-2031)

| Tools and Technologies | Exclusivity |
|------------------------------------|-------------|
| Computers | 1 |
| Data management and query software | 1 |
| Measuring and layout tools | 3 |
| Network applications software | 1 |

Not all positions in these occupations will necessarily use all of the listed tools and technologies. The exclusivity rating is an indication of how unique the tool or technology is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations use that tool or technology.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.